Lafayette IN

[95] IRR

## Appendix N

**REDACTED - FOR PUBLIC INSPECTION** 

EchoStar does not and will not provide local-into-local

Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
[86]	Market level capital expenditures-outflow					
	NPV-Based on var from No LIL to With LIL o	case				
[87]	Cash Flows-With LIL			_		
[88]	Cash Flows-No LIL					
[89]	Incr/(Decr) from No LIL					
[90]	NPV without Terminal Value					
[91]	IRR					
[92]	Terminal Value					
[93]	Cash Flows with Terminal Value					
[94]	NPV with Terminal Value					

### Parkersburg WV

# Appendix N

		Year 2	Year 3	Year 4	Year 5	Year 6
	<b>DIRECTY Does Not Provide Satellite</b>	Local-Into-Local S	Service			
	Customer Profile					
[1]	TV HH	66,107	66,768	67,436	68,110	68,791
[2]	Beginning Customers					
[3]	Gross Adds					
[4]	Disconnects					
[5]	Ending Customers					
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share					
[8]	Disconnect Rate			_	_	
[9]	Average Gross Adds per Month	_		_		-
[10]	Gross Add Rate					-
	Profit & Loss (\$k) - No LIL					
	Revenue:					
[11]	Base Package Revenue					
[12]						
[13]	Total Revenue					
	Expenses:					
[14]	Programming Costs					
[15]	Bad Debt					
[16]	Customer related					
[17]	Total Direct costs					
[18]	Total Direct Margin					
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL					
[21]	Total Expenses:					
[22]	Cash Based OPBDA					
[23]	Cash Based OPBDA %					

Parkersburg WV

EchoStar does not and will not provide local-into-local

Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into	-I ocal Service				
	Customer Profile	-Local Selvice				
[24]	TV HH	66,107	66,768	67,436	68,110	68,791
[25]	Beginning Customers					05,771
[26]	Gross Adds	_				_
[27]	Disconnects					
[28]	Ending Customers					
[29]	Average Customers (2 pt avg)	_				
[30]	Ending Penetration				-	
[31]	Disconnect Rate	-				
[32]	Average Gross Adds per Month	_	_	_	_	_
[33]	Gross Add Rate			_	_	_
	LIL Customers					
	LIL Lift (upgrades) from No LIL					
[34]	Total Customers + Lift					
[35]	LIL Beginning Customers	•				
[36]	LlL Gross Adds			•	•	•
[37]	LIL Disconnects	_	_	_		_
[38]	Ending Customers					
[39]	Average Customers (2 pt avg)					
[40]	LIL Penetration					-
[41]	Disconnect Rate					
	LIL Sell-in New Customers No LIL					
[42]	Total Customers + Lift					
[43]	LIL Beginning Customers					
[44]	LIL Gross Adds	<u>-</u>				
[45]	LIL Disconnects	_				
[46]	Ending Customers					
[47]	Average Customers (2 pt avg)					
[47]	LlL Penetration	<u> </u>				
[49]	Disconnect Rate			_		
[-7]	2 is connect reac					
	LIL Sell-in New Customers Lift from No LIL					
[50]	Total Customers + Lift					
[51]	LIL Beginning Customers		_			
[52]	LIL Gross Adds					
[53]	LIL Disconnects					
[54]	Ending Customers					
[55]	Average Customers (2 pt avg)	_				
[56]	LIL Penetration				-	
[57]	Disconnect Rate			_		
	Total LIL Customers					
[58]	Total Customers + Lift					
[59]	LIL Beginning Customers					
[60]	LIL Gross Adds	<u>.                                    </u>				
[61]	LIL Disconnects	_				
[62]	Ending Customers					
-	-					
[63]	Average Customers (2 pt avg)					
[64]	LIL Penetration					
[65]	Disconnect Rate	_				228

**REDACTED - FOR PUBLIC INSPECTION** 

EchoStar does not and will not provide local-into-local

Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	Profit & Loss (\$k) - With LIL					_
	Revenue:					
[66]	Package Revenue					
	LIL Revenue:					
[67]	Existing Cutomers Upgrade					
[68]	Baseline Gross Adds Sell-in					
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue	_				
	Expenses:					
[72]	Programming Costs				_	
[73]	Bad Debt			_		
[74]	Customer related		-			
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
	SAC Costs with LIL:					
[78]						
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses	_				
[82]	Box replacement costs			_	-	_
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

Parkersburg WV

# Appendix N

**REDACTED - FOR PUBLIC INSPECTION** 

EchoStar does not and will not provide local-into-local

Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
[86]	Market level capital expenditures-outflow		3			
	NPV-Based on var from No LIL to With LIL	case				
[87]	Cash Flows-With LIL		_			
[88]	Cash Flows-No LIL					
[89]	Incr/(Decr) from No LIL					
[90]	NPV without Terminal Value					
[91]	IRR	-				
[92]	Terminal Value					
[93]	Cash Flows with Terminal Value					
[94]	NPV with Terminal Value					
[95]	IRR					

**Great Falls MT** 

### EchoStar provides local-into-local

Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	<b>DIRECTV Does Not Provide Satellite</b>	Local-Into-Local S	Service			
	Customer Profile					
[1]	TV HH	65,795	66,453	67,117	67,789	68,467
[2]	Beginning Customers					
[3]	Gross Adds					
[4]	Disconnects					
[5]	Ending Customers					
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share					
[8]	Disconnect Rate		_			_
[9]	Average Gross Adds per Month	_	_	_	_	_
[10]	Gross Add Rate	_		_		
	Profit & Loss (\$k) - No LIL					
	Revenue:					
[]1]	Base Package Revenue					
[12]	LIL Revenue				•	
[13]	Total Revenue					
	Expenses:					
[14]	Programming Costs					
[15]	Bad Debt					
[16]	Customer related					
[17]	Total Direct costs					
[18]	Total Direct Margin					
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL		_			
[21]	Total Expenses:					
[22]	Cash Based OPBDA					
[23]	Cash Based OPBDA %					

**Great Falls MT** 

Appendix N
EchoStar provides local-into-local

Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into-I	Local Service				
	Customer Profile					
[24]	TV HH	65,795	66,453	67,117	67,789	68,467
[25]	Beginning Customers					
[26]	Gross Adds				_	
[27]	Disconnects					
[28]	Ending Customers					
[29]	Average Customers (2 pt avg)					
[30]	Ending Penetration					
[31]	Disconnect Rate	_		_	-	-
[32]	Average Gross Adds per Month	_	_		_	_
[33]	Gross Add Rate					
	LIL Customers					
[2.4]	LIL Lift (upgrades) from No LIL					
[34]	Total Customers + Lift					
[35]	LIL Beginning Customers	•				
[36]	LIL Gross Adds			•	•	•
[37]	LIL Disconnects					
[38]	Ending Customers		_			
[39]	Average Customers (2 pt avg)					
[40]	LIL Penetration					
[41]	Disconnect Rate					
	LIL Sell-in New Customers No LIL					
[42]	Total Customers + Lift					
[43]	LIL Beginning Customers	•				
[44]	LIL Gross Adds					
[45]	LIL Disconnects	_=				
[46]	Ending Customers	_		_	-	
[47]	Average Customers (2 pt avg)	_				
[48]	LIL Penetration					
[49]	Disconnect Rate	_				
	LIL Sell-in New Customers Lift from No LIL					
[50]	Total Customers + Lift					
[51]	LIL Beginning Customers	•				
[52]	LIL Gross Adds			_		
[53]	LIL Disconnects		_			
[54]	Ending Customers	_	_			
[55]	Average Customers (2 pt avg)	_				
[56]	LIL Penetration			_		
[57]	Disconnect Rate					
	Total LIL Customers					
[58]	Total Customers + Lift					
[59]	LIL Beginning Customers	•				
[60]	LIL Gross Adds					
[61]	LIL Disconnects	_	_	_		
[62]	Ending Customers					
[63]	Average Customers (2 pt avg)					
[64]	LIL Penetration					
[65]	Disconnect Rate			_	_	232

**Great Falls MT** 

EchoStar provides local-into-local Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	Profit & Loss (\$k) - With LIL	_				_
	Revenue:					
[66]	Package Revenue					
	LIL Revenue:					
[67]	Existing Cutomers Upgrade					
[68]	Baseline Gross Adds Sell-in		_	_		
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
	Expenses:					
[72]	Programming Costs					
[73]	Bad Debt					
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					_
	SAC Costs with LIL:					
[78]	Standard SAC From No LIL scenario					
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses					
[82]	Box replacement costs					
[83]	Total Expenses:					
[84]						
[85]	Cash Based OPBDA %					

Great Falls MT EchoStar

Appendix N

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EchoStar provides local-into-local

Number of LIL Channels

8

Year 2 Year 3 Year 4 Year 5 Year 6

[86] Market level capital expenditures-outflow

NPV-Based on var from No LIL to With LIL case

- [87] Cash Flows-With LIL
- [88] Cash Flows-No LIL
- [89] Incr/(Decr) from No LIL
- [90] NPV without Terminal Value
- [91] IRR
- [92] Terminal Value
- [93] Cash Flows with Terminal Value
- [94] NPV with Terminal Value
- [95] IRR

Twin Falls ID

Appendix N
EchoStar provides local-into-local

**Number of LIL Channels** 

		Year 2	Year 3	Year 4	Year 5	Year 6
	<b>DIRECTV Does Not Provide Satellite</b>	Local-Into-Local S	Service			
	Customer Profile					
[1]	TV HH	61,898	62,517	63,142	63,774	64,411
[2]	Beginning Customers				-	
[3]	Gross Adds					=
[4]	Disconnects					
[5]	Ending Customers					
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share					
[8]	Disconnect Rate			_		
[9]	Average Gross Adds per Month	_	_	_	_	
[10]	Gross Add Rate					
	Profit & Loss (\$k) - No LIL					
	Revenue:					
[11]	Base Package Revenue					
[12]	LIL Revenue	1		<u> </u>		
[13]	Total Revenue					
	Expenses:					
[14]	Programming Costs					
[15]	Bad Debt			_		_
[16]	Customer related					
[17]	Total Direct costs					
[18]	Total Direct Margin					
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL					
[21]	Total Expenses:					
[22]	Cash Based OPBDA					
[23]	Cash Based OPBDA %					

Twin Falls ID

Customer Profile

Average Customers (2 pt avg)

[24]

[26]

[27]

[28] [29]

[30]

[31]

[38]

[47]

TV HH

[25] Beginning Customers

Gross Adds

Diseonnects **Ending Customers** 

**Ending Penetration** 

[32] Average Gross Adds per Month

LIL Customers LIL Lift (upgrades) from No LIL

Disconnect Rate

[34] Total Customers + Lift [35] LIL Beginning Customers

**Ending Customers** 

[42] Total Customers + Lift [43] LIL Beginning Customers

[39] Average Customers (2 pt avg)

LIL Sell-in New Customers No LIL

Average Customers (2 pt avg)

[33] Gross Add Rate

[36] LIL Gross Adds [37] LIL Disconnects

[40] LIL Penetration [41] Disconnect Rate

[44] LIL Gross Adds [45] LIL Disconnects [46] Ending Customers

[48] LIL Penetration [49] Disconnect Rate

[56] LIL Penetration [57] Disconnect Rate

EchoStar provides local-into-local Number of LIL Channels 11 Year 2 Year 3 Year 4 Year 5 Year 6 **DIRECTV Provides Satellite Local-Into-Local Service** 61,898 62,517 63,142 63,774 64,411 LIL Sell-in New Customers Lift from No LIL

### [50] Total Customers + Lift [51] LIL Beginning Customers [52] LIL Gross Adds [53] LIL Disconnects [54] Ending Customers [55] Average Customers (2 pt avg)

	Total LIL Customers				
[58]	Total Customers + Lift		_		 
[59]	L1L Beginning Customers	•			
[60]	LIL Gross Adds				
[61]	LlL Disconnects			_	 
[62]	Ending Customers				
((2)					

[63] Average Customers (2 pt avg)		
(64) III Penetration	 	

[64]	LIL Penetration			
[65]	Disconnect Rate			236

**Twin Falls ID** 

Appendix N
EchoStar provides local-into-local

Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	Profit & Loss (\$k) - With LIL					
	Revenue:					
[66]	Package Revenue					
	LIL Revenue:					
[67]	Existing Cutomers Upgrade	_				_
[68]	Baseline Gross Adds Sell-in					
[69]	Additional to Baseline Gross Adds	_	_			
[70]	Total LIL Revenue					
[71]	Total Revenue					
	Expenses:					
[72]	Programming Costs					
[73]	Bad Debt	_				
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
	SAC Costs with LIL:					
[78]						
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses	_	_			_
[82]	Box replacement costs			_	_	_
[83]	Total Expenses:					
[84]						
[85]	Cash Based OPBDA %					

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Twin Falls ID

EchoStar provides local-into-local

Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
[86]	Market level capital expenditures-outflow					
	NPV-Based on var from No LIL to With LIL case					
[87]	Cash Flows-With LIL					
[88]	Cash Flows-No LIL					
[89]	Incr/(Decr) from No LIL					
[90]	NPV without Terminal Value					
[91]	IRR					
[92]	Terminal Value					
[93]	Cash Flows with Terminal Value					
[94]	NPV with Terminal Value					
[95]	IRR					

Eureka CA

[22] Cash Based OPBDA [23] Cash Based OPBDA %

				•		
		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satelli	ite Local-Into-Local S	Service			
	Customer Profile					
[1]	TV HH	62,922	63,551	64,187	64,829	65,477
[2]	Beginning Customers					
[3]	Gross Adds					
[4]	Disconnects					
[5]	Ending Customers					
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share					
[8]	Disconnect Rate	_	_	_		
[9]	Average Gross Adds per Month	_	_	_	_	_
[10]	Gross Add Rate					
	Profit & Loss (\$k) - No LIL					
	Revenue:					
[11]	Base Package Revenue					
[12]	LIL Revenue		•	4	•	
[13]	Total Revenue					
	Expenses:					
[14]						
[15]	Bad Debt					
[16]	Customer related					
[17]	Total Direct costs					
[18]	Total Direct Margin					
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL					
[21]	Total Expenses:					

Eureka CA

Number of LIL Channels 7						
		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into	o-Local Service				
	Customer Profile					
[24]	TV HH	62,922	63,551	64,187	64,829	65,477
[25]	Beginning Customers		-	-		
[26]	Gross Adds		_			_
[27]	Disconnects					
[28]	Ending Customers					
[29]	Average Customers (2 pt avg)					
[30]	Ending Penetration		-			
[31]	Disconnect Rate		-			
[32]	Average Gross Adds per Month	_		_	_	_
[33]	Gross Add Rate				_	
	LIL Customers					
	LIL Lift (upgrades) from No LIL					
[34]	Total Customers + Lift	-				
[35]	LIL Beginning Customers	•				
[36]	LIL Gross Adds LIL Disconnects		_	• -	<b>-</b>	•
[37] [38]	Ending Customers			<del></del> _		_ <del></del>
[50]	Lifeting Customers				_	
[39]	Average Customers (2 pt avg)					
[40]	LIL Penetration					
[41]	Disconnect Rate			_		
	LIL Sell-in New Customers No LIL					
[42]	Total Customers + Lift					
[43]	LIL Beginning Customers					
[44]	LIL Gross Adds	_		_		
[45]	LIL Disconnects					
[46]	Ending Customers	_				
[4 <b>7</b> ]	Average Customers (2 pt avg)	_				
[48]	LIL Penetration					
[49]	Disconnect Rate	_			_	
(50)	LIL Sell-in New Customers Lift from No LIL Total Customers + Lift					
[50] [51]	LIL Beginning Customers	-				
[52]	LIL Gross Adds	<u> </u>	_			
[53]	LIL Disconnects	_	_			
[54]	Ending Customers					
[55]	Aviange Customans (2 mt over)					
[55] [56]	Average Customers (2 pt avg) LIL Penetration	-				
[57]	Disconnect Rate					
[37]	Disconnect Rate					
	Total LIL Customers					
[58]	Total Customers + Lift					
[59]	LIL Beginning Customers	•	_			
[60]	LIL Gross Adds			_		
[61]	LIL Disconnects					
[62]	Ending Customers			_		
[63]	Average Customers (2 pt avg)					
[64]	LIL Penetration				_	
[65]	Disconnect Rate	_				240
						~10

#### Eureka CA

		Year 2	Year 3	Year 4	Year 5	Year 6
Profit &	Loss (\$k) - With LIL			<u></u>		
Revenue:						
[66] Package Revenu	ie					
LIL Revenue:						
[67] Existing Cutome	ers Upgrade	-				
[68] Baseline Gross.	Adds Sell-in	_			_	
[69] Additional to Ba	aseline Gross Adds					
[70] Total LIL Reve	nue					
[71] Total Revenu	le	_				
Expenses:						
[72] Programming C	osts					
[73] Bad Debt						
[74] Customer relate						
[75] Total Direct co	osts					
[76] Total Direct M	argin					
[77] Total Direct M	-					
SAC Costs wit						
	From No LIL scenario					
[79] Incremental SA						
[80] Total SAC Cos	sts					
[81] Backhaul Exp	enses		_			_
[82] Box replaceme	ent costs					_
[83] Total Expense	s:					
[84] Cash Based O						
[85] Cash Based O	PBDA %					

Eureka CA

[95] IRR

### Appendix N

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EchoStar does not and will not provide local-into-local

Number of LIL Channels

7

**Bend OR** 

#### EchoStar does not and will not provide local-into-local 5

**Number of LIL Channels** 

		namicis	3			
		Year 2	Year 3	Year 4	Year 5	Year 6
	CTV Does Not Provide Satell astomer Profile	lite Local-Into-Local S	Service			
[1] TV HH		56,016	56,576	57,142	57,713	58,290
[2] Beginni	ng Customers					
[3] Gross A						
[4] Disconr						
[5] Ending	Customers					
	Customers (2 pt avg)					
	DIRECTV Market Share					
[8] Disconr	nect Rate		_			
[9] Average	e Gross Adds per Month	_	_	_	_	_
[10] Gross A						
P	rofit & Loss (\$k) - No LIL					
Revenu						
[11] Base Pac						
[12] LIL Rev						
[13] Total R	evenue					
Expens	es:					
[14] Program	ming Costs					
[15] Bad Deb		-			_	
[16] Custome						
[17] Total D	Pirect costs					
[18] Total D	irect Margin					
[19] Total D	irect Margin %					
[20] <b>SAC C</b>	osts - No LIL					
[21] Total E	xpenses:					
	ased OPBDA	_				
[23] Cash B	ased OPBDA %					

Bend OR

EchoStar does not and will not provide local-into-local

Number of LIL Channels

		Yеаг 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into-	Local Service				_
	Customer Profile					
[24]	TV HH	56,016	56,576	57,142	57,713	58,290
[25]	Beginning Customers					
[26]	Gross Adds					
[27]	Disconnects					
[28]	Ending Customers					
[29]	Average Customers (2 pt avg)		_			
[30]	Ending Penetration					
[31]	Disconnect Rate					
[32]	Average Gross Adds per Month	_		_		_
[33]	Gross Add Rate					
	LIL Customers					
F2 41	LIL Lift (upgrades) from No LIL					
[34]	Total Customers + Lift					
[35]	LIL Beginning Customers	•				
[36]	LIL Gross Adds			•	•	-
[37]	LIL Disconnects					
[38]	Ending Customers					
[39]	Average Customers (2 pt avg)					
[40]	LIL Penetration					
[41]	Disconnect Rate	_				
	LIL Sell-in New Customers No LIL					
[42]	Total Customers + Lift					
[43]	LIL Beginning Customers	•				
[44]	LIL Gross Adds					
[45]	LIL Disconnects					
[46]	Ending Customers					
[47]	Average Customers (2 pt avg)	_				
[48]	LIL Penetration					
[49]	Disconnect Rate				_	
	LIL Sell-in New Customers Lift from No LIL					
[50]	Total Customers + Lift					
[51]	LIL Beginning Customers	•		_		
[52]	LIL Gross Adds		_	_	_	-
[53]	LIL Disconnects					<u> </u>
[54]	Ending Customers					
[55]	Average Customers (2 pt avg)	_		_		
[56]	LIL Penetration					
[57]	Disconnect Rate	_	_			
	Total LIL Customers					
[58]	Total Customers + Lift					
[59]	LIL Beginning Customers	•				
[60]	LIL Gross Adds	_				
[61]	LIL Disconnects					
[62]	Ending Customers					
[63]	Average Customers (2 pt avg)	_				
[64]	LIL Penetration					
[65]	Disconnect Rate		_			244

**Bend OR** 

		Year 2	Year 3	Year 4	Year 5	Year 6
	Profit & Loss (\$k) - With LIL					
	Revenue:					
[66]	Package Revenue					
	LIL Revenue:					
[67]	Existing Cutomers Upgrade	_				_
[68]	Baseline Gross Adds Sell-in					_
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
	Expenses:					
[72]	Programming Costs					
[73]	Bad Debt	_	_			
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
	SAC Costs with LIL:					
[78]		-				
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses			_		
[82]	Box replacement costs					
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

**Bend OR** 

### Appendix N

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EchoStar does not and will not provide local-into-local

**Number of LIL Channels** 

5

Year 2 Year 3 Year 4 Year 5 Year 6 [86] Market level capital expenditures-outflow NPV-Based on var from No LIL to With LIL case [87] Cash Flows-With LIL Cash Flows-No LIL [89] Incr/(Decr) from No LIL [90] NPV without Terminal Value [91] IRR Terminal Value [92]

- Cash Flows with Terminal Value [93]
- [94] NPV with Terminal Value
- [95] IRR

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# Appendix N

Cheyenne WY-Scottsbluff NE

[22]

Cash Based OPBDA %

EchoStar provides local-into-local Number of LIL Channels

Year 2 Year 3 Year 4 Year 5 Year 6 **DIRECTV Does Not Provide Satellite Local-Into-Local Service Customer Profile** TV HH 54,497 55,042 55,592 56,710 [1] 56.148 [2] **Beginning Customers** [3] Gross Adds [4] Disconnects **Ending Customers** [5] Average Customers (2 pt avg) [6] **Ending DIRECTV Market Share** [7] Disconnect Rate [8] [9] Average Gross Adds per Month [10] Gross Add Rate Profit & Loss (\$k) - No LIL Revenue: [11] Base Package Revenue [12] LIL Revenue [13] Total Revenue **Expenses:** [14] Programming Costs [15] Bad Debt [16] Customer related [17] Total Direct costs Total Direct Margin [19] Total Direct Margin % [20] SAC Costs - No LIL [21] Total Expenses: Cash Based OPBDA

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### Appendix N

### Cheyenne WY-Scottsbluff NE

EchoStar provides local-into-local Number of LIL Channels

		number of LIL C	Number of LLE Chainets				
		Year 2	Year 3	Year 4	Year 5	Year 6	
	DIRECTV Provides Satellite Local-Into	-Local Service					
[24]	TV HH	54,497	55,042	55,592	56,148	56,710	
[25]	Beginning Customers						
[26]	Gross Adds						
[27]	Disconnects						
[28]	Ending Customers						
[29]	Average Customers (2 pt avg)						
[30]	Ending Penetration		_				
[31]	Disconnect Rate	-			_		
[32]	Average Gross Adds per Month	_	_	_	_	_	
[33]	Gross Add Rate	_	_	_	_	_	
	LIL Customers						
	LIL Lift (upgrades) from No LIL						
[34]	Total Customers + Lift						
[35]	LIL Beginning Customers	•	_				
[36]	LIL Gross Adds	_	_	•	•	•	
[37]	LIL Disconnects						
[38]	Ending Customers				_		
[39]	Average Customers (2 pt avg)	_	_				
[40]	LIL Penetration		_				
[41]	Disconnect Rate			-	_	_	
	I II Call in Nam Contamona No I II						
[42]	LIL Sell-in New Customers No LIL Total Customers + Lift						
[43]	LIL Beginning Customers		_				
[44]	LIL Gross Adds						
[45]	LIL Disconnects	_	_	_	_	_	
[46]	Ending Customers						
[47]	Average Customers (2 pt avg)						
[48]	LIL Penetration		_				
[49]	Disconnect Rate			~~~			
	LIL Sell-in New Customers Lift from No LIL						
[50]	Total Customers + Lift						
[51]	LIL Beginning Customers	•	-		_		
[52]	LIL Gross Adds	_					
[53]	LIL Disconnects						
[54]	Ending Customers	_				_	
[55]	Average Customers (2 pt avg)	_	-	_	_	_	
[56]	LIL Penetration			_		_	
[57]	Disconnect Rate						
	Total LIL Customers						
[58]	Total Customers + Lift						
[59]	LIL Beginning Customers	•			_		
[60]	LIL Gross Adds				_		
[61]	LIL Disconnects						
[62]	Ending Customers						
[63]	Average Customers (2 pt avg)	_					
[64]	LIL Penetration						
[65]	Disconnect Rate	-				248	

### **Cheyenne WY-Scottsbluff NE**

Appendix N
EchoStar provides local-into-local Number of LIL Channels

	_	Year 2	Year 3	Year 4	Year 5	Year 6
	Profit & Loss (\$k) - With LIL					_
	Revenue:					
[66]	Package Revenue					
	LIL Revenue:					
[67]	Existing Cutomers Upgrade				_	
[68]	Baseline Gross Adds Sell-in	_				
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue			_		
	Expenses:					
[72]	Programming Costs					
[73]	Bad Debt	_	_	_	_	
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin	_				
[77]	Total Direct Margin %					
	SAC Costs with LIL:					
[78]	Standard SAC From No LIL scenario					-
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses					
[82]	Box replacement costs			_	_	
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

Cheyenne WY-Scottsbluff NE

[95] **IRR** 

### Appendix N

REDACTED - FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels

9 Year 2 Year 3 Year 4 Year 5 Year 6 [86] Market level capital expenditures-outflow NPV-Based on var from No LIL to With LIL case [87] Cash Flows-With LIL [88] Cash Flows-No LIL [89] Incr/(Decr) from No LIL [90] NPV without Terminal Value [91] IRR [92] Terminal Value [93] Cash Flows with Terminal Value [94] NPV with Terminal Value

Lima OH

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satellite	Local-Into-Local S	Service			
	Customer Profile					
[1]	TV HH	74,642	75,388	76,142	76,904	77,673
[2]	Beginning Customers				_	
[3]	Gross Adds	_				-
[4]	Disconnects					
[5]	Ending Customers			_		
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share					_
[8]	Disconnect Rate					
[9]	Average Gross Adds per Month	_	_	_	_	_
[10]	Gross Add Rate					
	Profit & Loss (\$k) - No LIL					
	Revenue:					
[11]	Base Package Revenue			_		
[12]	LIL Revenue		<u> </u>	<u> </u>		
[13]	Total Revenue					
	Expenses:					
[14]	Programming Costs					_
[15]	Bad Debt				_	
[16]	Customer related					
[17]	Total Direct costs					
[18]	Total Direct Margin					
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL		_			
[21]	Total Expenses:					
[22]	Cash Based OPBDA					-
[23]	Cash Based OPBDA %					